

Pricing Process for 2017-18

When the WNYRIC sets pricing for the upcoming year, we only review the WNYRIC costs. No vendor costs are included but we work with vendors to get the best pricing to keep costs down.

Process WNYRIC follows for determining new pricing:

1. Our goal is to stay below a 2% proposed increase to each individual service so the overall increase for all districts is less than 2%.
2. Review last year's end of year budget to find areas that had excess revenue or shortage of revenue, especially labor intensive services where salary and benefits need to be covered. These services are looked at to increase or decrease costs accordingly.
3. Review budgets in November/December to see if any other adjustments need to be made based on excess revenue or a shortage of revenue in a service. Costs are adjusted accordingly
4. Review new aspects to services or possible new services which will require additional staff in order to support services which may be based on increased participation or changes in the software. Service costs are adjusted accordingly
5. Once all pricing has been determined and applied, the overall changes are reviewed and adjusted if necessary for the overall increase is less than 2%.

For 2017-18:

1. The overall increase for districts participating in services is 1.70%, ranging from 0% to 2.75% 68 districts have an increase of under 2%, 18 districts between 2% and 2.17% and only 4 districts have increases over 2.17 (2.27, 2.50. 2.67 and 2.75). Most of this is due to large student populations, as well as, participation in many RIC services.
 - o 191 services have 0% increase
 - o 77 services have a 2% increase, this includes FTE or shared staff support services
 - o many services with increases between 2% and 6% account for small amounts like \$25 or \$50. For example, a service from \$550 to \$575 is a 4.5% increase, \$400 to \$425 is a 6.25% increase. There are also some \$25 and \$50 increases that account for 12% - 16% increases. For example, \$200 to \$225 is a 12% increase, \$300 - \$350 is a 16% increase.
2. The following are some ways in which the WNYRIC contained costs
 - Cooperative bidding for hardware and maintenance on all network equipment
 - Use of coupon bid process
 - Centralized build of enterprise software patch management servers so this cost is not incurred by school districts
 - Continue to work with Gartner and InfoTech in researching initiatives related to cost effectiveness for Infrastructure and Operations
 - Purchase of monitoring and security software to increase efficiency
 - Collaborate with other RICs for shared Microsoft Premier Support contract which is lowest price offered and has allowed our staff to have the highest level of incident support as well as training and design sessions with Microsoft engineers
 - Continued renegotiation of statewide contracts for best pricing
 - Redistributing tasks from vacated positions through attrition
 - Efficiently use Federal & NYS funding resources to maximize aid on specific technology products. (Erate, Federal Grants, NYSERDA, Boces Aid, Capital Projects, Smart School Bond Act)
 - Use collaboration software and remote support tools to reduce travel costs.